



国机集团

SUMEC

Our approaches to develop business under pandemic era

About SUMEC



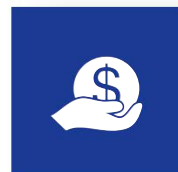
Mother Company: China National Machinery Industry Corporation Ltd

- No.2, China Machinery Corporation (2022)
- No.224, Fortune Top 500 Companies (2022)
- No.31, Enterprise owned by central government (2022)
- No.28, Global Engineering Contractor (ENR 2022)



1st-Tier SUMEC Group Corporation

- The biggest subsidiary of SINOMACH
- Revenue, over \$25 billion (2021)
- No.80, Fortune China 500 (2022)



2nd-Tier SUMEC International Technology Co., Ltd.

- Revenue, over \$20 billion (2021)
- China's largest import agent of machinery



3rd-Tier Shanghai SUMEC Business Consulting Co., Ltd.

- China largest financing platform for imported machinery
- China leading financial adviser for fixed assets investment

Our Business Model and Service Offerings



One-Stop Import Agent Service Provider

- **International bidding agent service**
Meet compliance requirement of Chinese government
- **Application of import license, end-user license, ...**
Meet compliance requirement of China government
- **Opening L/C on behalf of buyer**
Release credit line of buyer in Chinese banks
- **Application of tax relief**
Leverage SUMEC's experts and experience
- **Logistics & insurance**
Provide door-to-door service
- **Commodity inspection and customs clearance**
Leverage SUMEC's strong relationship with China Customs
- **Financial leasing services and export financing**
Easily access to various financing offerings

Reliable, Professional, High Efficient and Cost Saving

Our Financing Offerings - Financial Services



Financial Leasing
+ Local Production
+ Imported Machinery

Financial Advisory Service



ECA Supplier's Credit
+ Imported Machinery

Local Facilitation Service



ECA Buyer's Credit
+ Imported Machinery

Local Facilitation Service



China Export Finance
China & WW Procurement

Financial Advisory Service

Multiple services help exporters and buyers in different scenarios of procurement

Country breakdown

1814

Transactions

USD 2.99 bln

Total CV signed



72

Transactions from Italy

3.97% of the total transactions

USD 112.7 mln

Total CV with Italian
suppliers

3.77% of the total transactions

* Data based on the statistics of the 1st half 2022

Country breakdown

468

Transactions from Japan

25.8% of the total transactions

USD 807.7 mln

Total CV with
Japanese suppliers

27% of the total transactions



72

Transactions from Italy

3.97% of the total transactions

USD 112.7 mln

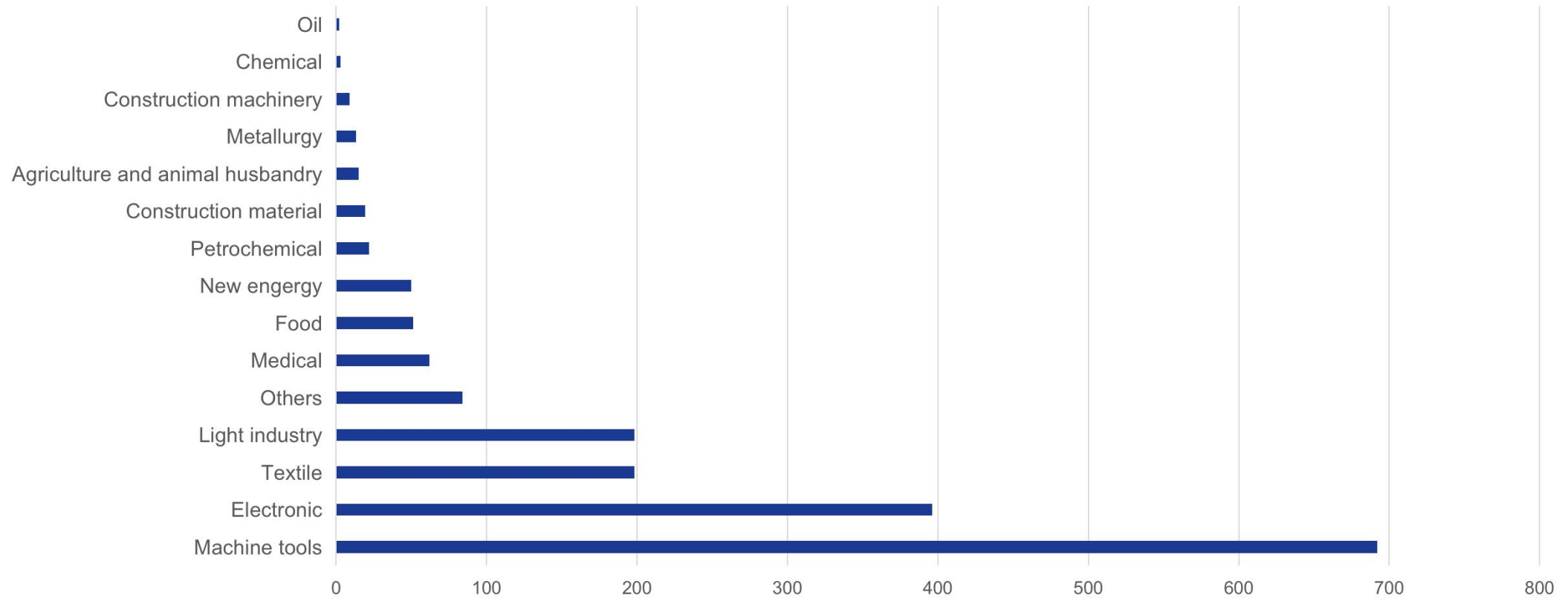
Total CV with Italian
suppliers

3.77% of the total transactions

* Data based on the statistics of the 1st half 2022

Sector breakdown

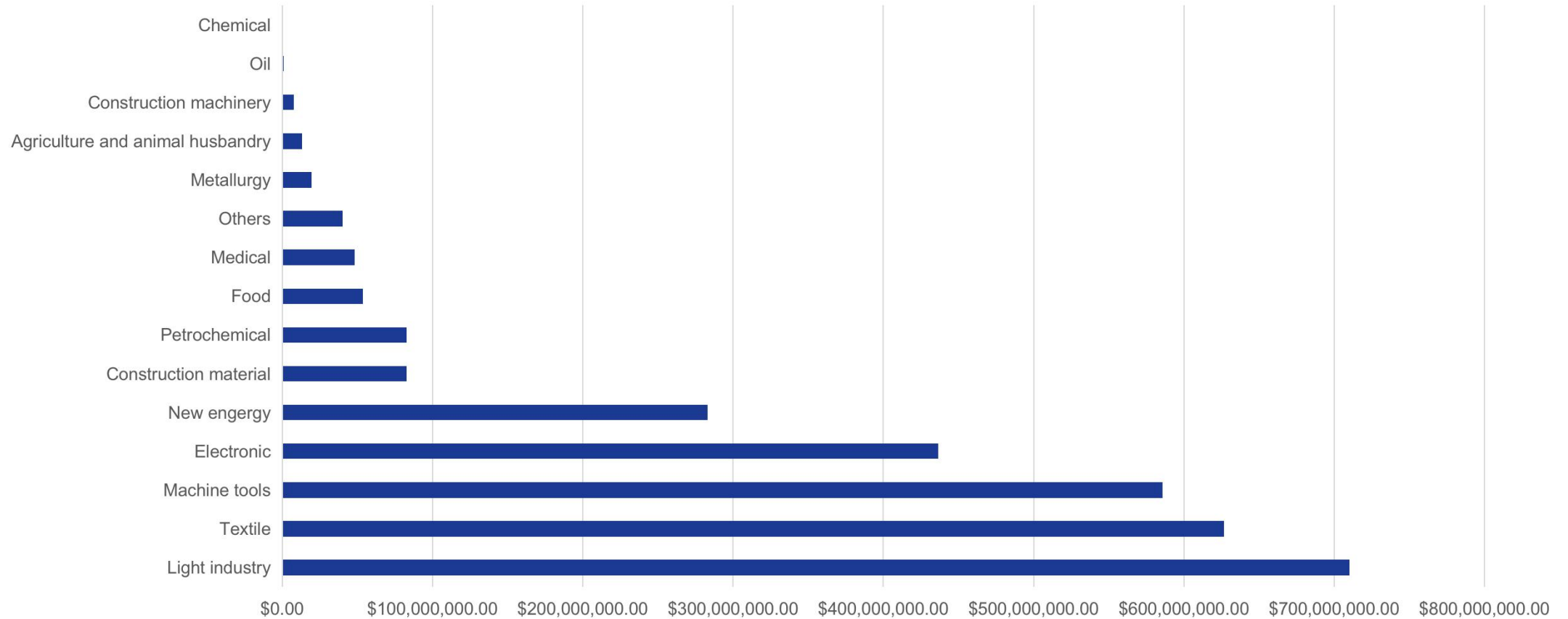
Contract signed by sectors



* Data based on the statistic of the 1st half 2022

Sector breakdown

CV signed by sectors



* Data based on the statistic of the 1st half 2022

Bridge the trade - Face the pandemic era



Italy-China economic cooperation forum on March 2019, Rome

Bridge the trade - Face the pandemic era



Italy-China economic cooperation forum on March 2019, **Online**

Bridge the trade - Sumec Strategy in pandemic era

Sumec has more than **20,000** manufacturing companies as clients and covers more than **60** sectors. We have office and subsidiaries in major large cities in order to cover more clients and suppliers.

Started from 2020, we spent more efforts on expanding directer local coverage and emphasize on the cooperation with local governments in order to achieve their supports to achieve more customer and project resources.

We used to have **8 subsidiaries** in Beijing, Shanghai, Chengdu, Chongqing, Tianjing, Guangdong, Fujian and Changzhou. **This year, we sucessfully established 2 new subsidiaries in Shenzhen and Wuxi along with local governments**, which are 2 very important cities in Southern and Eastern China.



The new office of SUMEC Wuxi

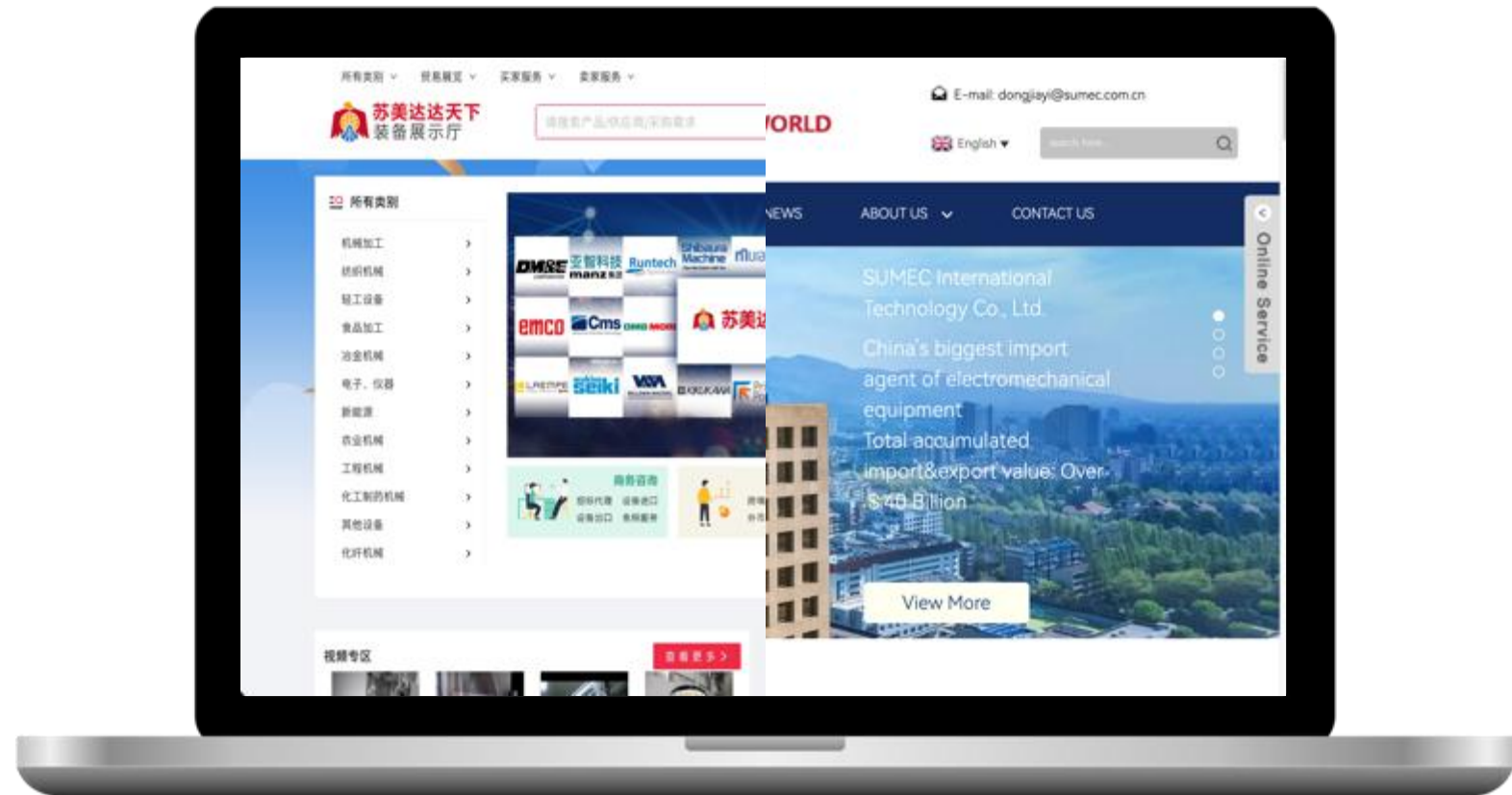
Bridge the trade - Sumec Strategy in pandemic era

Meanwhile we keep perfect our online platform, accumulate experience of online promotion activities.

Since 2017, SUMEC has continued to explore the digital transformation from "trade + Internet" to the construction of ecosystem and the realization of platform empowerment.



Wechat mini program



Website homepage in Chinese/English (foreign language available)

Bridge the trade - Live stream promotion

During the past few years, live streaming has become one of the most popular and effective approach of commercial promotion in China.

To take leverage of this popular market, SUMEC Touch World host our 1st live streaming promotion activity last year and has made it a common practice in our marketing strategy.



Live streaming event

Clients Joint promotion

Bridge the trade - Offline

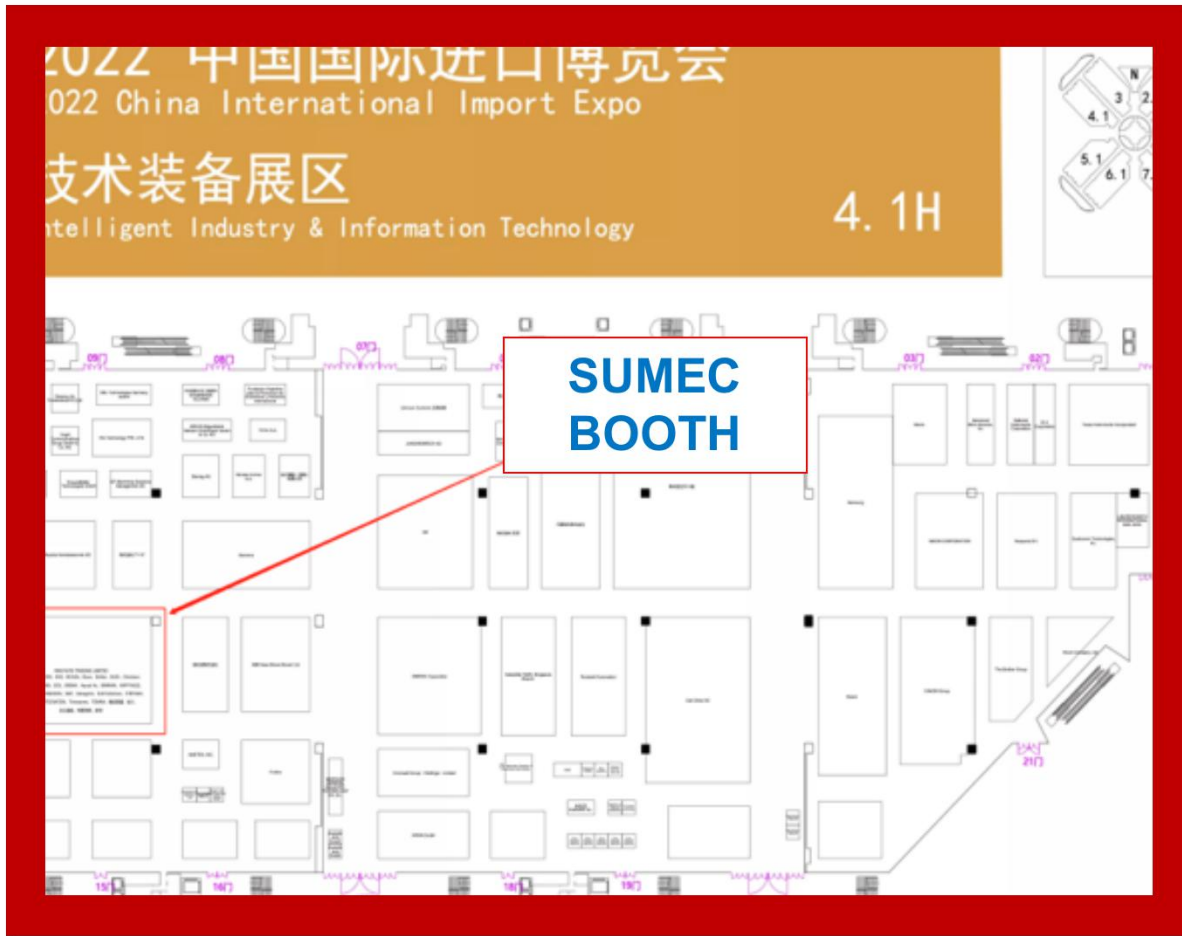


SUMEC highlights on last CIIE, 2021

Q4 in China is a season of exhibition. Many exhibitions was postponed due to epidemic situation and are now scheduled during October to Decemeber.

We are look forward to meet with Suppliers and buyers in these off line exhibitions.

Bridge the trade - Offline



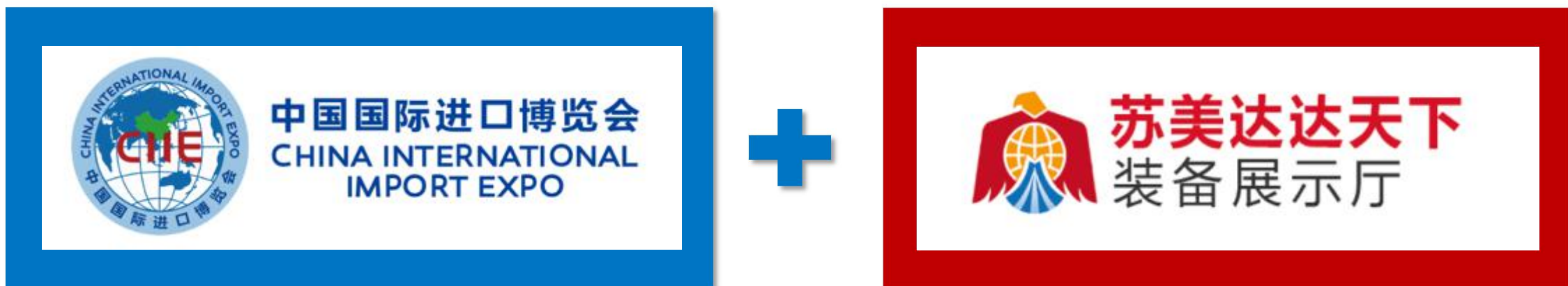
Meeting booths know each other and embrace opportunities to find potential customers

- On CIIE 2022, SUMEC will have a **700-square-meter** exhibition area. On-site exhibit of products, promotion activities, and audience interaction opportunities will be carried out to achieve **“zero distance”** contact between audience (buyers) and Suppliers.
- For other exhibitions, we are more than happy to meet with suppliers at their booths (if any), communicate and establish direct communication with your Chinese teams.

Bridge the trade - Online

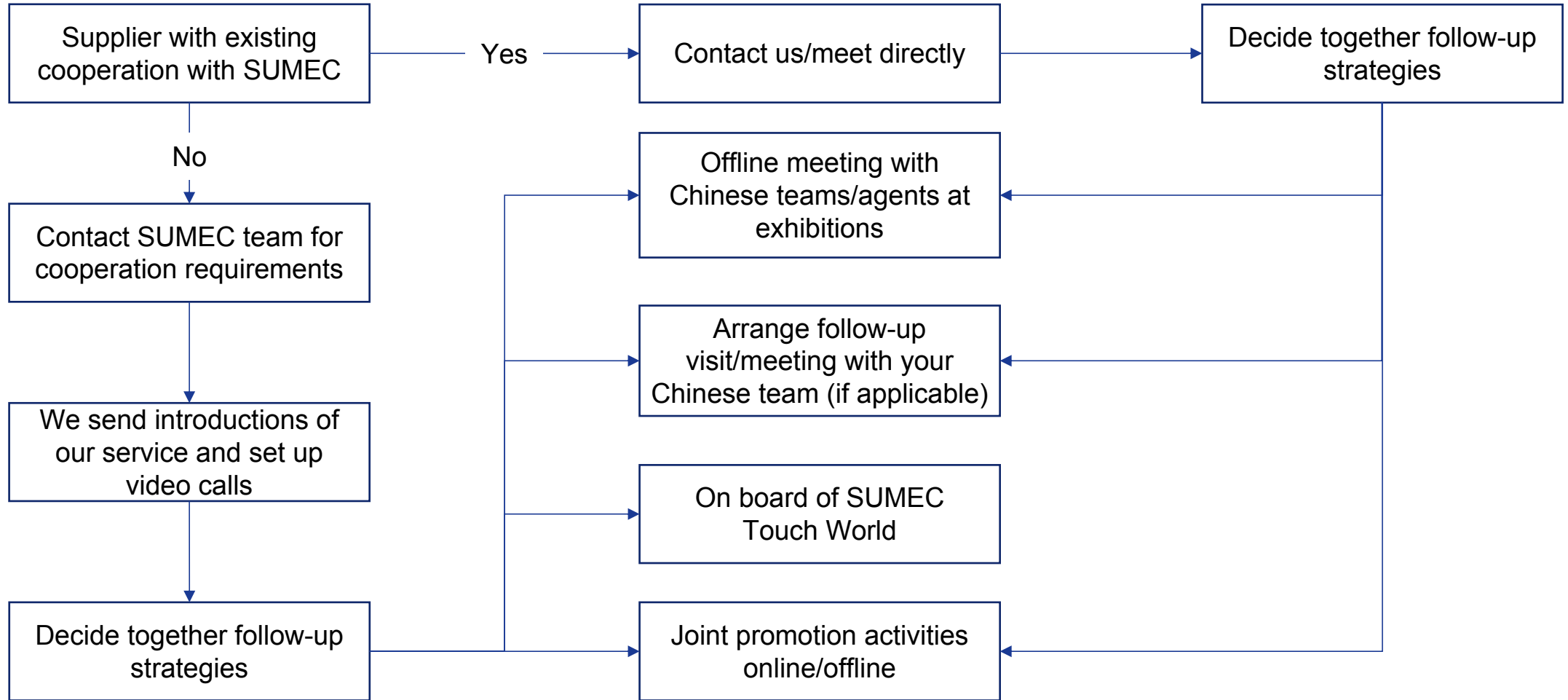
This year is the 1st year CIIE officially release the “e-CIIE” (the official online exhibition platform) and SUMEC was invited as one of the first batch of key exhibitors.

We were permitted by the CIIE Bureau to bring in SUMEC Touch World platform to Digital CIIE, which means all the suppliers who has online exhibition halls and authorize us to link to the “e-CIIE” can be exhibited on the online platform of CIIE.



SUMEC is also authorized as “official partner of the building and operation of e-CIIE”. We are now the service provider of the “technology equipment” online division of “e-CIIE”.

Bridge the trade



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